

Message Text

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ACTION STR-07

INFO OCT-01 ARA-10 IO-13 ISO-00 STRE-00 AGRE-00 CEA-01
CIAE-00 COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10
INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00
AID-05 SS-15 ITC-01 TRSE-00 USIA-06 SP-02 SOE-02
OMB-01 DOE-11 OIC-02 AF-10 EA-10 EUR-12 NEA-10
/159 W

-----108357 041844Z /41

R 032102Z MAR 78
FM USMISSION GENEVA
TO SECSTATE WASHDC 6776
INFO AMEMBASSY LA PAZ

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USMTN

STR FOR ACTION

STR PASS CODEL

E.O. 11652: N/A
TAGS: MTN, ETRD
SUBJECT: MTN: US-BOLIVIAN BILATERAL

REF: GENEVA 02972

1. SUMMARY: US MTN DEL (MEYERS) MET WITH BOLIVIAN DEL (LOAIZA) FEBRUARY 21 TO DISCUSS THE US OFFER. THE MEETING FOLLOWED BY SEVERAL DAYS A US/ANDEAN GROUP REPORTED REFTEL.

2. LOAIZA ASKED IF FERROTUNGSTEN ORE IS INCLUDED IN THE US OFFER. US DEL INFORMED BOLIVIAN DEL THAT FERROTUNGSTEN ORE IS INCLUDED IN TSUSA ITEM 601.54, TUNGSTEN ORE, AND
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THAT THE US IS OFFERING A GREATER-THAN-FORMULA REDUCTION. BOLIVIAN EXPORTS IN 1976 TO THE US WERE APPROXIMATELY 2.5 MILLION DOLLARS, 9 OF TOTAL US IMPORTS.

3. LOAIZA ASKED ABOUT AMONIUM PARATUNGSTEN (APT) BECAUSE OF POSSIBLE BOLIVIAN INTEREST. HE STATED THAT BOLIVIA HAD UNSUCCESSFULLY ATTEMPTED TO HAVE APT INCLUDED IN THE

US GSP SCHEME IN 1975. HE EXPLAINED THAT THE US PRODUCER SCHATUCK COMPANY AT THAT TIME WANTED TO SET UP PRODUCTION IN BOLIVIA. LOAIZA IS CHECKING WITH LA PAZ TO DETERMINE IF THERE IS STILL INTEREST IN THIS PRODUCT.

4. US DEL EXPLAINED THAT APT ENTERS THE US UNDER CATEGORY 417.40 AMONIUM COMPOUNDS: TUNGSTATE, THAT THE CURRENT RATE IS 21C PER POUND ON THE TUNGSTEN CONTENT 10 AD VALOREM; THAT THE 1976 AVE WAS 13.3. THE ITEM IS INCLUDED IN US GLOBAL OFFER, WITH A LESS-THAN-HYPOTHESIS CUT THIS INDICATING A DEGREE OF IMPORT SENSITIVITY IN THE US MARKET.

5. LOAIZA INQUIRED ABOUT ITEM TSUSA 79119 IN THE US OFFER, FUR ARTICLES NSPF, AND WHETHER ALPACA AND LLAMA ARE INCLUDED. US DEL EXPLAINED THAT THE CATEGORY INCLUDED MISCELLANEOUS ITEMS SUCH AS ANIMAL FIGURES, RUGS, FLOORMATS, BLANKETS, SKINS, ETC., BUT THAT SOME ALPACA AND LLAMA ITEMS MIGHT ENTER UNDER CATEGORY 306.50, WHICH IS DUTY FREE. US DEL OFFERED TO PROVIDE MORE INFORMATION IF DESIRED.

6. CONCERNING INDUSTRIAL REQUESTS, LOAIZA SAID HE DID NOT KNOW WHETHER BOLIVIA WOULD BE SUBMITTING A SEPARATE LIST OR JOINTLY WITH THE ANDEAN GROUP. MUCH WOULD DEPEND ON THE POSSIBLE BOLIVIAN INTEREST IN APT. HE EX-LIMITED OFFICIAL USE

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PRESSED SOME CONCERN OF "SOME" ANDEAN MEMBERS THAT BY MAKING ADDITIONAL REQUESTS THEY WOULD BE SUBJECT TO EXCESSIVE DEMANDS FOR RECIPROCITY BY THE US. IN THE MTN TROPICAL PRODUCTS NEGOTIATIONS, FOR EXAMPLE, US SUGGESTED CONTRIBUTIONS OUT OF PROPORTION TO ITS OFFER WHICH WAS OF LITTLE INTEREST TO BOLIVIA. US DEL RESPONDED THAT IT IS DIFFICULT TO HAVE A NEGOTIATION IF ONE SIDE IS FEARFUL OF ADOPTING A POSITION, THAT THE CONTRIBUTIONS THE US HAD SUGGESTED TO BOLIVIA IN THE TROPICAL PRODUCTS NEGOTIATIONS WERE NOT ON A "TAKE-IT-OR-LEAVE-IT" BASIS. THEY WERE OPEN FOR NEGOTIATIONS, BUT NO DETAILED BOLIVIAN RESPONSE OR COMMENTS HAD BEEN FORTHCOMING, AND THAT THE IMPORTANT THING AT THIS POINT, GIVEN THE SEVERE TIME CONSTRAINTS OF THE NEGOTIATIONS, IS TO GET THE ELEMENTS OF THE NEGOTIATION ON THE TABLE AS SOON AS POSSIBLE.

7. DRAFTED BY MEYERS. MCNAMARA

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NNN

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